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MAR 10 1924

Department of Agriculture

# **BERRY'S SEED FACTS AND BARGAIN CATALOG**

**FEBRUARY-1924**

## **Your Order will have lots of good company at BERRY'S**

Business is fine. It ought to be.

Our prices are low, very low, considering the high quality of seed we are shipping.

The best posted buyers want hardy, home grown seed and they know it is scarce.

Farmers from every section are buying earlier than usual in order to avoid paying big prices to local dealers later.

Now is the time to buy seeds to best advantage. You get better seeds, prompt service and lower prices.

It's usually wise policy to follow the crowd. Buy where others are finding the most attractive seed values.

Order while stocks are still complete. Get the quality that makes for success at prices that save you money.

We are serving 200,000 farmers. Let us serve you too.

# **A.A. BERRY SEED CO.**

**CLARINDA, IOWA.**

# HARDY HOME GROWN CLOVER WORTH \$3.00 PER BU. MORE THAN EUROPEAN SEED THAT WINTER KILLS BADLY

## VERY HEAVY DEMAND FOR DOMESTIC SEED

Many agricultural authorities in the United States are advising farmers, through the agricultural papers, not to use Red Clover seed from France. The reason for this advice is that such seed was grown in a climate having milder winters and tests have shown that stands from such seed winter kill badly in the United States. Very few farmers will sow this imported Clover seed if they know it. Many who have read this warning in farm papers are asking us if we can supply home grown seed. We are glad that up to this writing at least our stocks of clover seed are all home grown and new crop. The crop in this country is only about 60% of normal and there is a very active demand for seed. It may be that toward the end of the season there will be no high grade home grown clover seed available. In that case late buyers may be compelled to take imported seed. We believe, however, with the home grown seed that we have bought that we will not have to handle a pound of French seed. We hope so at least but we advise you to buy early if you have not already done so.

## MANY BEING FOOLED ON IMPORTED SEED

This European Clover seed looks fine. It has a good berry and high color and excellent germination. Anyone not thoroughly acquainted with clover seed would not take it to be imported seed, although it contains a good deal of buckhorn. Some of this buckhorn, however, can be removed and so far as appearance goes it is high grade seed.

### A SECRET

Some of this imported seed is being delivered on the Toledo market as Toledo Prime. All clover dealers large and small know that the market on clover is made at Toledo. Many retail dealers buy Toledo Prime for their trade. They think when they are buying this grade of seed they are getting something fine, but if they are getting imported seed they are not getting seed that is best adapted to the needs of their customers. This retail dealer may not know it if he gets imported seed. He may think he is getting home grown seed and he represents it as such.

### TAKE NO CHANCE

Buy your clover seed where you can know without question that you are getting the kind of seed you ought to have. We buy a great bulk of our stocks direct from farmers. Our buying has been extensive in Minnesota, Iowa, and we also have some fine Wisconsin seed. It is all new crop hardy type seed. You can well afford to pay \$3.00 per bushel more for such seed than for seed of doubtful origin or quality. This does not mean that it is necessary to pay \$3.00 more because the enclosed price list will show you that our prices are unusually attractive. They are all the more attractive because these prices are for hardy home grown new crop seed.

## OUR WORLD BRAND QUALITY IS EXTRA FINE

This is our finest seed. It has a high color, a bright natural lustre or shine and big bold berries. This seed is thoroughly cleaned by screening and air blast methods. We take great care in preparing this seed for sale. It requires years of experience and modern machinery to put seed into such a high grade. Besides these high points of quality you have the assurance that it is hardy American grown seed and, therefore, the best seed for you to use.

## OUR CUSTOMERS RELY ON OUR WORLD BRAND

About 80% of our clover orders call for World Brand quality. Our customers have found that it is the cheapest seed they can buy. They know from experience that it takes less seed per acre, that it gives them the best possible chances of success and that it produces stronger, cleaner, healthier stands. When you once know what our World Brand or Extra Fancy grade represents you have solved one of your biggest seed problems for you can always rely on its being high grade seed of excellent purity and germination. It becomes unnecessary then to have to write for samples and wonder about how clean it is or whether it will grow. You are safe—always safe on Berry's World Brand seed.

### LET US SEND YOU SAMPLES

If you do not know our World Brand let us send you samples. They speak for themselves, or better still send us your order now. You take no chances. The seed must satisfy you in every way or you can send it back and we will promptly refund your money including transportation charges. Test it any way you want to after you get it. We will give you sixty days time in which to return it. That is fair enough, isn't it? We will not only supply you with a fine shipment of seed but we will save you some money besides.

If you want cheaper grades, we have them. All worth the money too. Our Fancy grade is equal to the best of most retail dealers and sells for much less. Get samples, compare, see for yourself.

## TO THOSE WHO KNOW OUR WORLD BRAND

This Extra Fancy hardy home grown seed is getting pretty scarce. Many have already bought their supplies. Our customers are getting their seed orders in earlier than usual this year. It won't do to wait too long. You'll have to pay more money later and the chances are that you may not be able to get this grade at the end of the season at any price. We're not trying to scare you into buying. We're just telling you facts. We'll give you order prompt and careful attention any time you get ready to send it in.

# HEAVY SALES OF ALSIKE CLOVER

## Makes the Most Economical Clover Seeding

Alsike is very cheap compared to Red Clover. These seeds are very small. Six pounds per acre makes a good seeding. With seed costing 18 to 20 cents per pound the cost per acre is only \$1.00 to \$1.20 for seed. Many farmers are mixing Alsike and Red Clover, others making a straight seeding of Alsike. It is easy to get a stand of this clover. Grows wherever Red grows and on land too wet and sour to grow Red. Alsike makes fine clover hay. It is admirably adapted to growing in mixtures with other clovers and grasses. One seeding lasts for several years. It has a much longer life than Red Clover.

Sow Alsike on fall sown grain or with spring grain just like Red. Sow it on all fall grass seedings to increase your yields and improve the quality of your hay or pasture. If you are having trouble to get a stand of clover, use alsike this year.

It is fortunate that there was a comparatively good crop of alsike at a time when there is such a shortage of Red Clover. Our stocks of Alsike Clover were bought on low markets and we are selling our seed at prices that stun competition. We can save you from \$1.00 to \$3.00 per bushel on Alsike Clover seed.

### World Brand ALSIKE CLOVER

Our Finest—Extra Fancy—New Crop Seed

SEE PRICE LIST FOR LOWEST WHOLE-  
SALE PRICES

When you buy our World Brand Alsike seed you get something mighty fine. If you don't know what this quality is like you ought to send for a sample and see the kind of seed that particular buyers insist on.

It has that beautiful dark green shining color. This is a characteristic of the finest Alsike seed. Although Alsike seeds are small you will find the berries in this grade to be well filled. There is practically no shriveled or discolored seed in this quality.

The purity tests on all our lots of World Brand Alsike run remarkably high and the germination tests show strong vigorous growth. This seed is northern grown and very hardy and you will find that a stand from such seed is much less apt to winter kill than a stand of Red Clover. We know of instances where a stand of Red Clover was almost totally killed out over winter and an adjoining field of Alsike Clover showed no signs of damage. This valuable feature coupled with the low seeding cost is making a big demand for this seed.

There is a place for Alsike Clover on nearly every farm. Every wet spot can be made profitable by this crop. Sow it in sloughs and creek bottoms. Improve your pastures by sowing Alsike on them in the early spring. Increase the quantity and improve the quality of your hay crop the same way. It is for your benefit that we urge you to grow more Alsike.

Consider our prices as shown on the enclosed price list and the extra fancy quality of our World Brand seed and place your order while this kind of seed can be had at these prices.

### Special Bargain LOT LEADER Alsike Clover

Contains Some Crop Seeds But Otherwise  
Shows Excellent Tests

\$9.60 per bu. Clarinda

\$9.60 per bu. Chicago

The purity test on this lot of seed does not show up as high as usual because the seed contains a sprinkling of White Dutch Clover and Timothy seed. Most farmers make no objection to this for it is not anything of a noxious nature. They are crop seeds that they probably sow on other fields. Nevertheless the presence of this trace of crop seed cuts down the purity test on the Alsike.

This seed is otherwise a very good grade of seed. We do not represent it as our best but we are selling it at a price so low that it is a very attractive bargain.

#### COSTS LESS THAN \$1.00 PER ACRE

There is no clover seeding as cheap as this. It is the most economical clover seeding you can make and it makes a dandy seeding too. There are not over 5% crop seeds in this lot. Many would take it for a fancy grade of Alsike. The crop seeds are there however. Our tests show it but look at the price. It is ridiculously low. You cannot afford to pass up a clover seeding when you can make one for less than a dollar per acre. And Alsike is such an easy clover to get started. Grows almost anywhere excepting in dry sections.

#### SNAP IT UP WHILE IT LASTS

We will have no more like it after it is sold out. Get your order in while the gettin' is good. It is a lot that will give you good service. We trade back if you are not pleased. Better hurry folks. Better hurry.

Order Lot Leader

# HOW TO SUCCEED WITH ALFALFA

Selection of Field—Preparation of Seed Bed—Kind of Seed



## ALFALFA IS EASY TO GROW

It is easier to get a stand of alfalfa than a stand of Red clover. A field of alfalfa is worth more per acre than a field of Red clover. It will yield much more per acre and it is worth more per ton. Therefore, you should grow alfalfa this year. A few suggestions may prove helpful to you in getting this Gold Mine started on your farm.

## SELECTION OF FIELD

If possible choose a field that is in a good state of fertility. In case you have land that you must fertilize before growing any crop you can apply a O-12-4 on sandy land, a O-12-2 on a loam or an O-16-0 on a clay soil. If you have manure it is fully as good or better if it is not full of weed seeds. It is not necessary to fertilize unless you must fertilize for other crops.

The field should drain well because alfalfa will not do well when the water stands near the surface.

## SEED BED PREPARATION

A few sow alfalfa on winter wheat like Red clover. This plan we do not recommend for general practice. If your field was fall plowed you can prepare a fine seed bed by disking and harrowing. If you sow broadcast follow with a light harrowing but do not cover the seed too deep. Half an inch is plenty on average soils.

If land is to be spring plowed, plow early but not deep. Disc and then harrow twice. This firms and settles the seed bed. Harrow or drag after seeding. Rolling or packing helps to make a compact seed bed.

Sow with light crop of grain, about a bushel of early oats or barley per acre, or sow alone. Sow later than Red clover, say about April.

## KIND OF SEED

The seed should test high for purity and germination. Besides it should be of a hardy type, a kind that is adapted to your section. Some sow as high as twenty pounds per acre but fifteen pounds per acre of our World Brand seed is plenty. As in clover our World Brand represents our finest seed. When you specify this grade you can rest assured that you will receive seed of bright golden color, plump, well developed berries and seed that tests very high both for purity and germination. Besides it will be seed of a hardy type and adapted to most sections. For the northern states and those wanting an extra hardy strain we have the Dakota and Montana grown common or the Dakota grown Grimm and Liscomb. These come only in the World Brand grade. The regular World Brand is well adapted to the

requirements of 80% of our customers.

We have in the common also other grades which are good dependable values, our Fancy being a grade equal to the best many dealers carry. It is also hardy. All our grades, in fact, are hardy as we do not have a pound of European seed in our plant. In the cheaper grades you get some discolored seed and smaller berries.

We recommend that you buy our World Brand because it is the best and we know it will please you and stand up to any test you want to put it to.

**ALL SEED SOLD SUBJECT TO STATE OR U. S. GOVERNMENT TESTS**

Our customers' interests are our interests. Our business grows rapidly because we conduct it with that thought in mind. We test all of our seed carefully for purity and germination. We know before it is shipped that it is good seed and we place a tag on each bag showing these tests. You can see when you receive the shipment just what the purity and germination tests are. Furthermore, you can have this seed tested by your state department of agriculture or the U. S. Government Department of Agriculture or you can test it yourself. We will allow you sixty days time for this. If you do not consider that you have an exceptional value we will order the seed returned and promptly refund your money including transportation charges.

**ORDER OUR WORLD BRAND SEED AND GET THE BEST HARDY STOCK**

It is our purest, brightest, plumpest, highest and quickest germinating seed. It is hardy. It is a strong vigorous grower. It satisfies the most critical buyers. It is most economical in the long run. We are selling carloads of this seed at very close prices. Our early purchases at rock bottom prices have made these values possible. Present low prices must be advanced after present stocks are sold out. This seed is selling faster than we ever sold it before. You, too, can benefit yourself by making your purchase now while such bargains in high grade alfalfa seed can be secured. Our regular prices are real bargains. Compare our prices with those of others. Many are asking from \$2.50 to \$3.50 per bushel more for seed scarcely as good. We have checked the offers of others and positively assert and contend that our alfalfa seed values at this writing are the most attractive of any in the United States.

Consider the quality we offer you and the price and let us save you a handsome amount on your seed bill.

## We Have An Extra Fine Alfalfa Bargain in This Lot

# LOT HOMESTEAD

High Purity and Germination—Dodder Free

**\$12.60 per bu. f.o.b. Clarinda—\$12.60 Chicago**

This is a very fine lot of seed. Not quite so fine as our World Brand but better than our Fancy.

When this particular car load of seed was offered to us we intended to pass it up because it did not quite come up to the rigid specifications of our World Brand Extra Fancy. It was just a trifle off color, not enough to make any real practical difference but still it was there. We made a counter offer on it and got it at a real bargain as the party holding the seed wanted to sell it quick.

We are, therefore, able to give you a fine high grade lot of seed at a price that is astonishingly low. This seed tests dodder free, is a hardy type, is thoroughly re-cleaned and guaranteed to satisfy you in every respect. It is a materially better quality than our Fancy Grade and those of you who know what it is will know that what most dealers offer as their best is about the same as our Dealer's Fancy. Some do not handle a grade as good as this. You can understand from this that Lot Homestead is a real fine seed value because it is better than our regular Dealer's Fancy grade.

A free sample of Lot Homestead will be sent on request. You can, however, safely order without a sample for you can get your money back promptly if you do not consider that you have received an extra fine alfalfa seed value. This lot will be sold quickly for there is a strong upward tendency in alfalfa seed prices and special bargains such as these are snapped up quickly. Those who order promptly can be assured of having their orders filled.

**SAVE \$2.00 TO \$4.00 PER BUSHEL ON ALFALFA SEED**

**ACT QUICK—ORDER LOT HOMESTEAD NOW**

## WHERE AND WHEN IT PAYS TO USE GRIMM

# ALFALFA

**This Extra Hardy Type of Alfalfa Is Often the Cheapest Kind to Sow Although  
the Seed Costs Quite a Lot More Than the Common Variety**

World Brand Grimm Alfalfa costs almost twice as much as World Brand common type. This is a big difference in price and yet there are conditions under which it pays to use the higher priced seed. In some sections winters are very severe or there is trouble with soil conditions that cause a lot of damage from winter killing. The Grimm is much less apt to winter kill because it is naturally an extra hardy type. Furthermore in the Grimm you will find the branching root system. The construction of the root system makes it very difficult to injure the plant by the heaving of the soil. In the common alfalfa there is only one straight long tap root. Heaving may break this root off and that kills the plant for this one root was its only source of life. The branching Grimm roots extend in many directions so that the heaving action has less effect on it and even if a few break the plant can still get its life from the others.

So if you have trouble from winter killing use the Grimm. The first cost will be higher but the final cost will be lower for you will not have several seedlings to make. Besides if you have a stand that does not winter kill you get bigger crops of hay for you do not have to wait for a new seeding to get started.

In another case Grimm is the best to use. That is where water stands near the surface. You will find the Grimm to give you much better success than the common and the cheapest in the long run.

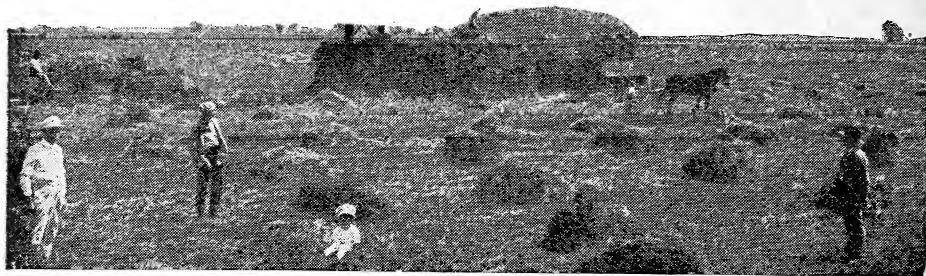
When you buy Grimm, get genuine Grimm, but get it at the right price. Our Grimm is all World Brand quality, Dakota grown, new crop, extra fine seed. We are positively offering the best values in Grimm alfalfa on the market today. Compare with others and see. A comparison will prove our statement.

**WE CAN SAVE YOU MONEY ON GENUINE HIGH QUALITY GRIMM ALFALFA SEED. PRESENT PRICES ARE MADE FOR PROMPT ORDERS. LET US HAVE YOUR ORDER TOO.**

**\$24.00 PER BU. CLARINDA—\$24.25 CHICAGO**

# BIG SAVINGS ON HIGHEST QUALITY

Our Prices Are the Lowest Considering Quality



## Timothy Seed New Crop—Home Grown

Direct to you from a seed producing section at bedrock prices.

Make a comparison of quality and prices of Timothy seed between any you can get anywhere in the United States and what we are selling. We invite this comparison because we know that our values are outstanding and that we will get the order of every farmer who buys where he gets the most for his money.

We buy the finest Timothy seed right at our door for we are located in one of Iowa's great producing sections. We buy it right because of low expense and short freight hauls. We sell many carloads and by getting a large volume of business we can sell on a small margin of profit. There are other seed houses in seed producing sections but look at their prices. They show you no saving that compares with our quotations.

We are not merely talking about our lower prices but lower prices on high quality seed. Iowa grown Timothy is known wherever Timothy seed is used. Our World Brand grade is the cream of our finest quality. Bright, plump, clean and high germinating. It is seed that will please the most critical. It is extra fancy seed. Better than most. If you insist on the best, order this grade.

Our Dealer's Fancy would pass for the highest grade with many dealers. It has a beautiful appearance and is good heavy stock although not quite as solid as the World Brand. Our Choice or Planet Brand is desirable seed and a remarkable value in Timothy seed.

### CUSTOMERS GET SAVINGS

Our cleaning plant is specially fitted for cleaning and grading this seed economically. Labor saving machinery in every step of the process helps us cut costs. Our prices prove that every saving is passed on to our customers. Let us supply you this year with better Timothy seed than you have been using or with the same high quality you are used to, at a price much lower. You have the positive assurance when you buy our World Brand grade that you will get the seed that will give you the best possible assurance of success. End your seed problems by specifying Berry's World Brand quality. It is always good, and you will always find that our prices on it too will save you money. Sow seed this year that will produce bigger, better and cleaner stands.

## Red Clover and Timothy Mixed

A Popular and Favorite Seeding at a Cost  
\$4.80 Per Bu. Clarinda—\$4.95 Chicago

The measure of value we are giving in this mixed seeding is larger this year than common. For less than 25c per acre over the cost of seeding straight Timothy, you can sow a mixture of Red Clover and Timothy. It is the same price as the No. 1 Alsike and Timothy Mixture described on page 6. There is a bigger value in our Red Clover and Timothy combination because home grown Red Clover seed is scarce and high in price. Pure Red Clover of high quality sells for 2½ times the cost of this seeding.

We can offer you this mixture at a very low price because we buy it mixed as grown in the fields at about Timothy seed prices. This seed is very good high testing stock guaranteed to please you. We know that many of our customers are partial to a mixture of this kind. We ask you to consider the economy of buying this ready mixed seed. This seeding has for years been a very heavy seller and popular with our trade. This year it is so much more an attractive bargain that it will without a doubt be the choice of all who want to sow this combination. It produces more than a seeding of Timothy alone. The feeding value is higher. It has all the points of a profitable seeding and at a cost that is very low. Save money and buy the mixed seed and make money by growing heavier crops.

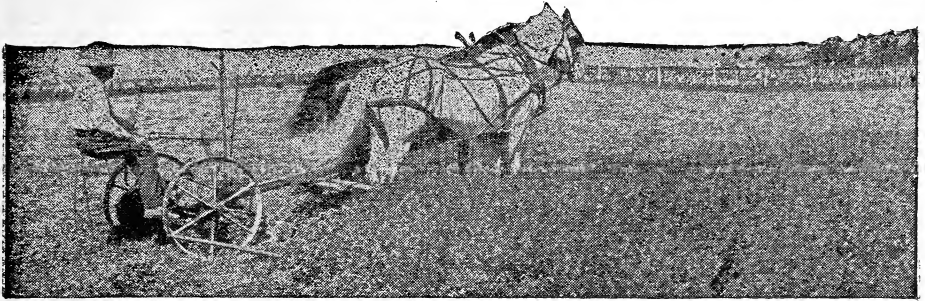
## Red Clover, Alsike and Timothy Mixed

As the name indicates this mixture contains both Red Clover and Alsike Clover in combination with Timothy. These two clovers when grown together make a dense mat of clover in the grass. We consider this the heaviest yielder of the three mixtures described on these two pages.

This sells for the same low price and makes a seed value that others do not equal. Quality is the same as that of the other combinations. Contains about equal amounts of Red Clover and Alsike Clover. Just stop to think of the value represented in this seed. Red Clover, Alsike Clover and Timothy seed for almost a Timothy price. It is a real bargain at present prices.



# 25c PER ACRE FOR CLOVER IN GRASS SEEDINGS



**Our No. 1 Alsike and Timothy Mixture will give you a rich mixture of Clover for less than 25c per acre over the cost of a straight Timothy seeding.**

## 30 TO 40 CLOVER SEEDS PER SQUARE FOOT

This wonderful combination when seeded at 10 to 12 pounds per acre, will average from 30 to 40 Alsike Clover seeds in every square foot of ground in your field. It runs from 20% to 25% Alsike and, because Alsike seeds are so small, this means that there are as many clover seeds per pound as you would get in a Red Clover mixture of 40% to 45%. Just think what it means to get such a clover mixture for less than 25c per acre more than a straight Timothy seeding. This is real economy for you have a low seeding cost and get a very fine rich heavy yielding combination.

## WHY THE COST IS SO LOW

At this writing our best Timothy is selling at \$4.00 per bushel, our No. 1 Alsike and Timothy Mixture at \$4.80 per bushel, a difference of 80c per bushel. The seed weighs 45 pounds to the bushel so the difference is less than two cents per pound. Figuring 12 pounds per acre makes a difference in cost of 24c per acre. Some only sow 10 pounds per acre making only 20c per acre difference.

Alsike and Timothy are naturally adapted to growing together. They have about the same soil and climatic requirements, they mature at the same time and both are perennials. It is therefore a common thing in many seed producing sections to find Timothy and Alsike being harvested mixed. This mixed seed is hard to separate. It cannot be sold for pure Timothy or for pure Alsike and is sold at practically Timothy prices. Judging from the standpoint of results this seed is worth very much more to the farmer but on the basis of seed grades and markets it is purchased at about Timothy prices.

## WE SELL TREMENDOUS QUANTITIES OF THIS SEED

Knowing the great value of a mixed seeding of Alsike and Timothy we have pushed the sale of this mixture for years. Our customers have received seed values that have given the best of satisfaction and at the same time have saved handsomely on their seed bills. This No. 1 Mixture is a finer, richer mixture than we sold a few years ago. In fact we just started this last year. It has certainly proven a winner. It contains about twice as much clover as the mixture we first put out and is all nice clean, high germinating seed. We are in close touch with the large growers and handlers of this seed and our large buying power helps us get the seed for our customers at rock bottom prices. We sell it just as close as we buy it and we know that we can challenge the world on our Alsike and Timothy combination. It

is only human nature to buy when values are most attractive. That explains our large sales of this great seeding.

## THIS MIXED SEEDING INCREASES YIELDS AND IMPROVES QUALITY

This small extra sum of less than 25c per acre that you pay for this seeding should prove the wisest and most profitable investment you ever made. It will in all probability increase your yield of hay from 700 to 1,200 pounds per acre over the yield of pure Timothy. It is a proven fact that this clover and grass will yield more when grown together than when grown separately.

This 25c will wonderfully improve the quality of every pound of hay you produce. Alsike is higher in feeding value than Red Clover. It makes better hay because it is not a dusty Clover and can be fed to better advantage than the Red.

The same quarter per acre will help to build up your soil for Alsike is a soil building clover. It enriches your soil and helps the growth of the Timothy.

## IT MAKES A SEEDING YOU CANNOT AFFORD TO PASS BY

It is first of all clean, high germinating seed. It is an economical seeding, costing only around \$1.25 per acre. It is a heavy yielder, increasing your profits from hay production. It makes better feed for your stock. It has a soil building value that Timothy alone does not have. All this you get by investing 25c more per acre for seeds and when you stop to investigate what others are asking for pure Timothy you will find in many cases that it will not cost you one cent more to sow this famous mixture than what Timothy alone would cost if bought from most dealers. For our richest mixture order No. 1 Mixture. See price list for prices.

## No 2 Mixture

### of Alsike and Timothy

You will receive in this grade the same fine quality of seed that is in our No. 1 mixture. The only difference is that this contains less Alsike Clover. It ranges from 10% to 15%. This has about the same Alsike content that was found in this combination when we only offered one grade. This is the old standard, although of finer quality. The No. 1 mixture is extra heavy mixed. Both are guaranteed to show up to your satisfaction and to be extra fine value for the money. If that is not your opinion after you receive the seed you can return it to us and have your money refunded promptly.

# SWEET CLOVER VERY POPULAR THIS YEAR

**Our Prices Ranging from \$2.00 to \$3.50 Per Bu. Below Most Others. Sales Are Much Heavier Than We Expected—Stocks Going Fast—Markets Working Higher**

## BIG DEMAND FOR SEED

We had looked forward to a big demand for Sweet Clover seed this year and find that we did not have our sights set high enough. The flood of orders has been astonishing. This shows two things. Sweet Clover is a more popular crop than ever before. The value of the crop is better appreciated. The economy of sowing Sweet Clover appeals to thousands of farmers. This great volume of business indicated in the second place that our prices and values are the most attractive obtainable. We have seen prices of other seedsmen that ran from \$2.00 to \$3.00 per bushel higher than what we are selling our best grade for.

We believe we have the finest stocks of Sweet Clover of any seed house in the United States. If every dealer would get orders for Sweet Clover in proportion to the ones we have received there would not be enough seed in the country to last half the season. Considering what others are asking for this seed, our prices are away too low. We like to sell at low prices because it gives us a greater volume of business and the more we sell the cheaper we can sell and the more business we can do, etc. Big volume and small profit, that is the secret.

## STOCKS BOUGHT ON LOW MARKETS

We could not sell at our present low prices if we had paid the top prices for seed. The bulk of our stocks were bought on the low market. Some purchases made later were at higher figures and as we get to those stocks our prices will have to be advanced. A still greater advance will take place when we have to go into open market to replenish our stocks. Now is the time to buy your requirements in Sweet Clover seed. We are confident that the sooner you buy the more you will save.

## START THE MONEY MAKER THIS YEAR

Sweet Clover is a marvelous yielder. A most productive pasture. The best of all soil builders. Grows on nearly all types of soil and under almost every climatic condition. It has exceptional feeding value. It inoculates the land for alfalfa. It is economical to sow. It fits into rotations just like Red Clover. Grows two years from a seeding. Sweet Clover is a heavy seed producer. Big money in growing seed. This crop, once considered a weed, is becoming one of the cornerstones of successful farming. Use our scarified seed. It is the highest, strongest and quickest germinating seed. See price list for quotations. These prices are for prompt orders.

## BERRY'S EXTRA FANCY

### Hulled and Scarified White Sweet Clover

**Select This Grade and You Will Receive the Highest Value and the Finest Quality**

You have to buy seeds quite often. It is our work to make seed buying easier, safer and more economical for you. To help you we have established extra high grades of seeds. The quality in these grades will always be our finest and it is a grade of seed better than what is ordinarily offered as the best. We handle the common grades and they are dependable qualities and exceptional values for the money.

Our Extra Fancy or World Brand is an outstanding type of seed and those who want the best, the kind of seed that will give them the best possible assurance of success, can always be sure of a very fine seed value when they order this grade.

In Sweet Clover our extra fancy stands for the brightest, highest colored, fully matured, carefully cleaned and highest germinating seed. It is thoroughly hulled and scarified. All our better grades of Sweet Clover are scarified. We have a special machine that sandpapers these seeds lightly. By scratching the hard outer coat of Sweet Clover seeds we enable moisture to get to the germ quickly and start a strong growth in short order. Seed not so treated may lie for months or even a year before sprouting. Insist on scarified seed for spring sowing.

When you see others quoting a higher price for Sweet Clover seed do not make the mistake of thinking that it must be better just because it is higher priced. Some people insist on fooling themselves that way. If there is any doubt in your mind as to the comparative value, send for a sample of our extra fancy grade and compare it with the best you can get elsewhere. We will back the quality of our extra fancy grade against any. Then you can see for yourself what a big saving we make for our customers.

In our December Seed Facts we mailed out a sample of our Extra Fancy White Blossom Sweet Clover. Keep it handy. It will help to prove every statement we make as to quality and value.

**See present prices for quotations on our Extra Fancy and all grades of Sweet Clover. Remember now is the time to buy in order to make the biggest saving.**

**Special Lot of White Sweet Clover at a Greatly Reduced Price**

## LOT LINCOLN

**\$9.30 per bu. Clarinda—\$9.55 Chicago**

**Contains a Little Fox Tail Reducing Purity too Low for Our Extra Fancy Grade.  
Extra Nice Hulled and Scarified Seed**

**See Sample Enclosed**

The only way we can fully describe this bargain is to send you a sample. Examine the quality and look at our price. This is a real value for the money. The light trace of foxtail in it is not objectionable to many farmers. If we were to remove this foxtail we would have to lose a lot of fine Sweet Clover seed. The percent of foxtail is so small as to be hardly noticeable unless your attention is especially called to it. It seemed a shame to waste a lot of excellent seed in cleaning so we decided to grade it carefully and then offer it at a price that would sell it quick.

Notice the big plump berries that make up the bulk of the seed. It is free from noxious weed seed and a quality that will produce a crop equal to the best seed money will buy. This is scarified seed and the germination as well as purity tests are high. The foxtail cuts down on the purity a little but it is a very serviceable and satisfactory lot of White Blossom Biennial Sweet Clover seed. This lot of seed at the price we have put on it is the biggest bargain in this seed on the market. We do not believe there is a local dealer who can come within \$3.00 to \$4.00 per bushel of meeting this price on an equal quality and other mail order seed houses are asking from \$2.00 to \$3.00 per bushel more for Sweet Clover than our prices.

We guarantee, of course, that the shipment will run fully equal to the sample enclosed. You can send this seed back and get your money plus freight refunded promptly if you do not consider it an exceptional value. Here is your chance to get a desirable seedling of Sweet Clover at a very low cost in the face of advancing markets on this seed.

There are about 200 bags in this lot of seed. First come first served. Act promptly if you want it. It's a bargain.

**LOT LINCOLN WHITE BIENNIAL SWEET CLOVER**

## YELLOW BIENNIAL SWEET CLOVER

**In Great Demand for Hay and Pasture. Seed of This Variety Is Scarce, Probably  
Will Be Impossible to Get it Later in the Season**

This Yellow Biennial is a finer type of Sweet Clover than the White. It also matures about two weeks earlier. It is a very popular Sweet Clover with farmers who grow this crop chiefly for hay. It makes a better quality of hay because it has a finer stem and does not grow as tall or coarse as the White.

The White makes excellent hay if cut before it becomes coarse but those who have grown the Yellow claim it is distinctly superior for a hay crop. It also has the same wonderful soil building powers of the White.

**Have Fine Stocks of Extra Fancy Seed**

The bulk of our supplies of Yellow Biennial Sweet Clover are of the highest quality. We bought up all available seed in the best producing sections of Yellow Biennial Sweet Clover. We had to take a few lots that make up our Choice grade but 90% of it is strictly extra fancy quality. This means large fully matured berries, high purity and excellent germination. This seed is thoroughly scarified. Nicer seed could hardly be desired. It secures the approval of our most critical customers and is sold subject to any test you want to put it to. This Extra Fancy seed is economical seed to buy because it takes less seed per acre and gives the highest assurance of obtaining clean vigorous stands.

**Be Sure to Get Yellow Biennial**

There are two types of Yellow Sweet Clover, the Annual and the Biennial. We carry both kinds but the Annual is only about half the price of the Biennial. The Biennial grows two years and makes a much larger growth than the Annual which grows only one year. The Biennial is much better adapted to the average conditions in the United States. The seed of the Biennial is somewhat rougher and a little different in color from the White.

Our Extra Fancy Grade is Genuine Hulled and Scarified Yellow Blossom Biennial seed. Present prices will save you from \$2.00 to \$3.00 per bushel. Look it up. You will find this correct.

**PRICES ON THE ENCLOSED LIST ARE FOR PROMPT ORDERS ONLY**

# BERRY'S MARVELOUS MIXTURE

**\$12.00 per 100 lbs. Clarinda—\$12.45 Chicago**

Very Rich in Clovers—Produces Abundant Yields  
**40% LEGUMES—60% TIMOTHY**

See Sample of This Fine Seeding Enclosed

The farmer who wants to sow as rich a mixture of clovers as he can for the smallest expenditure will find just what he is looking for in this combination. It is a marvelous yielder, unusually rich in clovers and astonishingly low in price. By combining some lots of seeds that came to us mixed we are able to give a seed value that is immensely popular and a big seller.



## 40% LEGUMES

In handling large quantities of seed it is impossible to keep from getting some mixed lots of seed. There will be a few lots of alfalfa mixed with Sweet Clover and we always have lots of Timothy mixed with Red clover and Alsike clover and often with Sweet Clover and alfalfa. We combine these lots of seed into our Marvelous Mixture giving you a mixture that runs forty percent of these different clovers. You thus get in this seeding Red Clover, Alsike Clover, Alfalfa and Sweet Clover. If this mixture were to be made up by mixing the same proportions of unmixed clovers together it would have to sell for several dollars per hundred more. The mixed clovers that we use in this seeding can only be separated with great difficulty. Some cannot be separated at all. Therefore, they are sold at a reduced price although their value for practical farming is just as good as if the seeds were bought separately and then mixed.

Remember that 40% of this mixture consists of clovers or legumes.

**USED FOR PERMANENT MEADOWS AND PASTURES**

Most of these crops are perennials and will grow several years from one seeding. The Red Clover and Sweet Clover are biennials but they reseed themselves very readily and the tendency is for the growth to become heavier in clovers from year to year.

## A TREMENDOUS YIELDER

Such a combination forms a dense growth on the ground. It usually produces two cuttings a season. The first cutting contains all the clovers and timothy. The timothy and alsike do not make much of a second crop so that the second cutting is practically pure clovers. Our customers using this seeding, who have written in about it, are delighted with the heavy tonnage produced per acre. Think of what it means to have such a crop on your farm and consider the very low cost of seeding.

**SEEDING COST ABOUT \$1.50 PER ACRE**

Twelve pounds per acre of this Marvelous

Mixture make a good seeding. With seed at 12c per pound makes only \$1.44 per acre. Some customers, who have used this seeding, say 10 pounds per acre is plenty. That makes only \$1.20 per acre. No matter what any farmer's financial condition may be he cannot afford to pass up clover seeding when such a rich clover mixture can be made at such a very small expenditure for seed.

## MARVELOUS MIXTURE BUILDS UP SOILS

All of these clovers are nitrogen gatherers. They make your soil richer and more productive. You will be able to see a big difference in the grain crops after plowing under a field of this crop. Better grain crops mean larger profits to follow after the money making hay crops you have secured. This seeding will also inoculate your land for alfalfa and put your soil in fine shape for the growing of that wonderful crop.

## BUY NOW WHILE PRICES ARE LOW

While we have a fine stock of Marvelous Mixture on hand at this time it is selling fast. We are not going to advance our prices so long as this stock holds out but will be compelled to raise our quotation when it is gone. This is a seed value that appeals to all who have a keen sense of economy. It is a quality guaranteed to please you. It is a seeding that pleases because of its yields and quality. We do not recall having had a dissatisfied customer on this clover mixture. Consider the richness of the mixture; the quality that the sample shows and the low price that appeals to the man who pays the bills and get your order in at present prices by mailing it today.

**Extra! Extra!**

**SPECIAL BARGAINS IN**

**RED TOP**

**Lot Tim**

**Only \$1.40 per bu.**

In cleaning up a carload of Timothy seed we separated a considerable quantity of fine Red Top seed. This seed, however, contains a trace of hulled timothy seed and a little light inert matter. This detracts somewhat from the appearance of the seed making it look a little speckled instead of smooth and even like our extra fancy grade. This is good serviceable seed, however, and we are going to sell it quick by putting this low price of only \$1.40 per bushel or 10c per pound on it. Red Top is sold on the basis of 14 pounds to the bushel. We had a similar lot a few years ago and it went like "hot cakes."

Here's a chance to snap up some real cheap seed.

**Lot Tim \$1.40 Per Bu.**

**Bags Free**

# LOW PRICES ON THESE CROPS

Now is the Time to Buy. Get the Finest Quality—Quick Shipment  
—Prompt Delivery

## Dwarf Essex Rape

\$8.50 per 100 lbs. Clarinda

\$8.50 Chicago

### RAPE CUTS FEEDING COSTS

Every farmer growing hogs or sheep needs rape, rape and more rape. You are overlooking one of your best bets if you are not growing this crop. Rape is very, very rich in protein. Growing hogs and sheep need lots of protein if they are to grow fast and develop big frames. It doesn't pay to try to put fat on a runty or undeveloped animal. The best hog and sheep growers feed plenty of protein.

Tankage, blood meal, etc., are high in protein but those feeds cost money. You can grow your own protein quickly in the form of Dwarf Essex Rape. It costs very little for seed. Six to eight pounds per acre are plenty. The seed is cheap, the crop grows fast. Rape can be pastured six to eight weeks after seeding. You can grow rape right in your oats and pasture rape after oats are off or you can sow it alone. Can be seeded any time from oat seeding time until in July. Read page 69 of our big catalog for full description of this crop.

### RAPE A GOOD SOIL BUILDER

Good rich land will produce 12 tons of green food per acre. That is a tremendous crop. Consider the number of head you can have per acre. This same big crop plowed under will put a great quantity of humus in your soil. Many farmers grow rape for a soil builder. It makes land richer and easier to work. It is one of the cheapest fertilizers you can get. A crop of rape plowed under decays in a short time. If your land needs humus or decayed matter you can get lots of it by growing rape and you get it quick.

### OUR SEED VERY FINE

It is new crop, bright, high quality seed. We bought this right and we can sell it cheap. Quality guaranteed to stand up to any test. Your money back if not satisfied. We are getting a great many orders for rape seed than ever before. Let us serve you now.

## Billion Dollar Grass

A Quick Growing Annual Forage Crop

\$4.00 per 100 lbs. Clarinda

\$4.25 Chicago

This is a very low price for seed of a very good forage grass. Billion Dollar Grass is a type of millet distinctly different from the common. It is a heavy yielder. Makes feed that

analyses higher in value than the common millet. This crop ranks as the favorite forage grass with a large number of our customers. Grows four to eight feet tall. Produces two or three cuttings same year it is sown. Grows only one year. Is seeded after ground has warmed up well in the spring.

### MAKES BIG HAY AND SEED CROPS

Yields up to 12,000 pounds of cured hay per acre and from 26,000 to 50,000 pounds of green feed. Think of such enormous production in one year. It is one of the most prolific seed producing crops grown. Yields run from 1,000 to 2,000 pounds of seed per acre. One report shows 2,412 pounds of seed per acre. Big money in growing for seed alone. Read the full description of this great forage crop on page 65 of our catalog. This explains its value in greater detail and gives best methods of cultivation. Tells how and when and amount to sow. Also how to handle this crop for hay or green feed or seed production.

### SEED COSTS ONLY ABOUT 80c PER ACRE

Twenty pounds per acre makes a good seeding as the crop stools out freely. No other forage grass can be seeded at such a low cost. Sudan Grass is about the only crop that can equal or surpass it in yield. Billion Dollar Grass is a great favorite, an economical seeding and a money maker. Our seed is new crop, strictly first class in every respect. Present prices good so long as stock holds out. Better buy early. It is selling fast.

## Crimson Clover

\$7.50 per bu. Clarinda

Same Price at Chicago

### CHEAPEST CLOVER TO SOW THIS YEAR

Our reduced prices on high quality, new crop Crimson Clover are making an active demand for this seed. No clover is so cheap in price. Seed weighs 60 pounds to the bushel. Price includes bags free.

Crimson is an annual clover. Lives over winter in the south when sown in the fall. Is not hardy enough to withstand the northern winter. Is sown in the spring in these states. Crimson resembles Red Clover. Blossoms are larger and brighter color. Grows to about the same height. Not very particular as to soils.

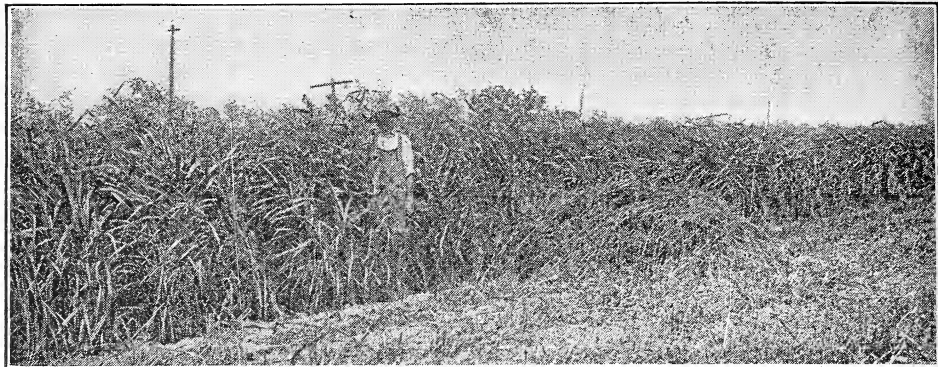
Rape and Crimson clover are often sown together for pasture. This is a soil enriching clover, adds nitrogen from the air to the soil.

Quality of seed guaranteed to satisfy. Price cannot be protected after present supply is sold out. Get this bargain in Crimson Clover by ordering promptly.

THESE ARE BARGAIN PRICES ON CRIMSON CLOVER SEED

# SUDAN GRASS

Our Low Prices Save You from 10% to 25%



**Sudan is the Heaviest Yielding of All Forage Grasses, Has a Higher Feeding Value and is a Quick Grower**

Look at our enclosed wholesale price list. This quotation is on new crop, high germinating, thoroughly re-cleaned seed, guaranteed free from Johnson Grass. It is good solid, well matured seed, A No 1 quality. Will please the most particular. Guaranteed to satisfy in every way. We sell big quantities of Sudan Grass because we sell it cheap and we sell it cheap because we sell lots of it. You will find our price to range from \$1.00 to \$2.50 per hundred pounds lower than those of most of our competitors. With our quality fully as good or better and our price 10% to 25% lower we ought to sell a lot of Sudan Grass. We do sell a lot of it and we ought to have your order too because every normal man will save money if he sees the opportunity.

If you haven't accepted this opportunity we ask that you give us your order for Sudan Grass now for prices on this seed are very firm.

## SUDAN IS A WONDERFUL CROP

It makes very fine feed. Quite a few farmers have told us that their stock seemed to like Sudan even better than alfalfa. It is not just a crop to be considered as roughage. The analysis proves its fattening properties and value as a feed. It is palatable and nourishing and you can grow such a lot of it in such a short time on a small piece of ground. Beside that it doesn't cost much for seed. When it comes to withstanding drought Sudan is a marvel. There but few crops that can equal it in this respect.

## A ONE YEAR CROP BUT PRODUCES 2 TO 4 BIG CUTTINGS A YEAR

Sudan should be sown when the ground is thoroughly warm in the spring. About 20 to 25 pounds per acre are commonly sown. Lighter seedings yield about as much but the hay is coarser. Sow it on a moderately firm seed bed, cover about an inch deep. A little shower, some warm sunshine and it's up. Up, ready to do its duty and, if you have not grown the crop before, you are due for a surprise. The quick growth it makes has amazed thousands who grew it for the first time. With the weather favorable you can almost see it pop upwards. In 40 or 50 days after that you can

get a cutting of hay. Local conditions will naturally make a difference in the rapidity of growth but the above can be expected in many if not most cases.

Should you want to hold back a hay crop you can turn your stock on to it and pasture it for a while. Pasture it all year if you need pasture. It will take care of lots of stock. Keeps them in fine condition too.

## SUDAN IS A MONEY MAKER

The value of four to ten tons of excellent hay per acre is no small item. That brings a big profitable return. Not many crops can equal it. Sudan is also a prolific seed producer. You can pass up a hay crop and let the crop stand 10 to 15 days longer until the seed forms and reaches the hard dough stage. Then it is cut and cured and threshed and usually the seed crop will make enough money to pay a good return on your land. If a seed crop is desired the second cutting is usually used. It is a profitable cutting for hay and pasture or seed and it fits into nearly every farm because it is a one year crop and can be used to advantage on one field or another each year.

## AN EXCELLENT EMERGENCY CROP

Do you face a shortage of hay or pasture this summer or fall? No crop will answer your problem or fill your needs like Sudan Grass. Should you suffer destruction of any crop, this quick growing forage grass can be sown as late as the latter part of July and make a big crop of hay. You can use Sudan for ensilage and as a soiling crop. It adapts itself so well to farming in general that it finds universal favor with farmers everywhere. See page 61 of our catalog for further information.

## GROW SUDAN THIS YEAR

Get the quick profits that Sudan brings. Increase your feed supply. Add to your pasture. Make more money. We want to emphasize that our present values on Sudan Grass seed are most attractive now. We can save you money and supply you with the finest type of new crop, high testing re-cleaned seed. Satisfaction guaranteed.



# THIS WILL BE A GREAT SOY BEAN YEAR

Farmers are finding Soy Beans one of the best paying crops they can grow. Can be used for hay, green feed, ensilage, hogging down and as a soil builder. Makes pork fast and cheap.

## SOY BEANS ADAPTED EVERYWHERE

Every state can and does grow Soy Beans profitably. Will grow on almost any kind of soil. Not particular as to sourness. It is one of the best fertilizers to grow on acid land. Thrives in sand, clay or loam. Can be drilled in or broadcasted; sown alone or in corn or other forage crops. Every farmer can get big profits out of this crop by using the right kind of good seed.

## VALUE OF SOY BEANS

You can reasonably expect to produce three tons of hay per acre. It may be more and possibly less. It depends on your soil and the variety grown. This hay has a higher feeding value than alfalfa. One hundred pounds of Soy Bean hay contains 11.7 pounds of protein as compared to 10.6 pounds for alfalfa or 7.6 for Red Clover. All classes of stock are fond of Soy Bean hay.

## RICH IN PROTEIN

An acre of Soy Beans of a good variety will on the average produce 25 bushels of Soy Beans or 1,500 pounds per acre. These beans will contain 460.5 pounds of protein as compared with 187.5 pounds for wheat bran and 112.5 pounds for corn. It would take 3,690 pounds of wheat bran to give you as much protein as one average acre of Soy Beans would produce.

## BETTER THAN MOST MEALS

Soy Bean is equal or superior to cotton seed meal, linseed meal, or gluten meal. Feeding tests and records of milk production prove this. One and a half pounds of Soy Beans are equal to one pound of tankage or an acre of Soy Beans equal to a ton of tankage. When a field of ripe Soy Beans are hogged down figure about a fifth of an acre of beans and two pounds of corn for every 100 pounds of pork and you will produce pork very cheap and very quick. A plan that finds still greater favor is to plant Soy Beans in corn and hog them down together. It is a very profitable way to produce pork.

## HOW TO HANDLE

Soy Beans can be cut for hay any time between when the pods start to form till the leaves begin to fall. For hay sow 60 to 90 pounds per acre drilled or broadcast. Or you can drill 20 to 30 pounds in rows and cultivate

between the rows. When planted in with corn 6 to 8 pounds per acre are used. Do not plant too early, about corn planting time, is right. Do not plant too deep, about an inch on clay soils and down to two inches on lighter soils.

Soy Beans alone do not make good ensilage but a ton of Soy Beans to three tons of corn make ensilage of very fine value.

## SOY BEANS ARE FERTILIZERS

It is a legume plant and can gather nitrogen from the air. The seed should be inoculated if desired for soil building. Soy Beans will grow without inoculation but will then not do much good as soil builders and they will be lighter green in color. Inoculation is cheap, our Nitragin is only \$1.00 per bushel, Nodule Germ \$2.00 per bushel size.

## VARIETIES TO GROW

See catalog for fuller description. The Midwest, Manchu and Morse's Early are suitable in most states. They are very productive. In the earlier types the Hollybrook, Ito San and Early Wilson are considered among the best. The Mammoth are later and coarser. Our trade runs largely to Morse's Early, Ito San, Midwest and Manchu. The Ito San is earlier than most, not so leafy and shorter but produces lots of seed. The Midwest and Manchu are among the most popular yellow beans. The Morse's Early is a light green bean and is the best seller of all the varieties we carry.

We wish we had space to tell you in greater detail about the value of Soy Beans but it would require this entire Seed Facts to do it justice. We do hope that you have gained enough knowledge of this remarkable crop to grow a field of them this year. It is not the thought of a few cents profit on a bushel of beans that prompts us to urge you to grow this crop but because we have your profits in view. We know Soy Beans are money makers and we know you want to make money.

## OUR SEED STOCKS FINE

All our beans are new crop seed. Fully matured and carefully harvested and cleaned. Seed is of high germination and guaranteed to please. There is an active demand for Soy Bean seed this year so let us hear from you with an order soon.

## A Fine Bargain in Soy Beans

# MORSE'S EARLY

We contracted one car load of these beans at a low price. Our customers get the saving While this special lot lasts the price is only

**\$2.50 per bu. Clarinda—\$2.65 Chicago**

**BAGS FREE. SEED A NO. 1 QUALITY. NEW SEED**

This makes an ideal variety to plant with corn. Matures in about 100 to 110 days. It is also an excellent variety for hay. Grows about three feet tall. Seed is light green in color. It is not as apt to shatter the seed when ripe as some of the yellow varieties. It is one of the best general purpose beans on the market. Good for hay, hogging down and for soil building. We have sold this variety for several years and it has given excellent results. We recommend it to you as one of the best varieties.

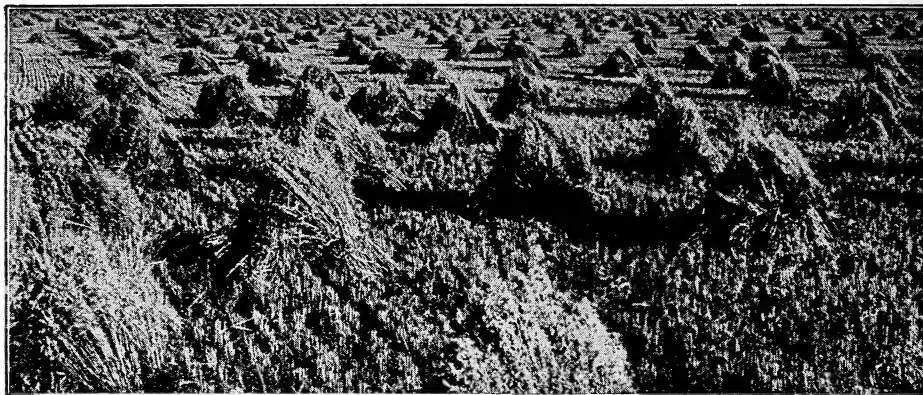
The seed is guaranteed to please you. The price is extremely close. Save 20% to 25% on your Soy Beans by taking advantage of this offer. Order this special lot of Morse's Early Soy Beans and get a variety of sterling merit.

# MAKE YOUR OAT CROP MORE PROFITABLE

## A Few Cents More for Improved Seed Means Dollars Back in Extra Profits

Sit down and figure the cost per acre of growing a crop of oats. Figure the labor for men and horses from plowing to harvesting. Add in each acre's share of rent or taxes and interest and all other general farm expenses that each acre must help to pay. You will also want to count the cost of seed. You will find that the seed is but a small part of the cost. Now if you will add the little extra per acre that you can get high grade improved oats for you will see that it does not make much difference in the total cost. Yet these few cents extra for better seed frequently will double your yield. Every extra bushel you produce is practically clear profit. A small increase pays the extra cost of better seed.

Our customers are increasing their yields from 20 to 40 bushels per acre and in many cases they are selling their crops for seed at a big premium over the market. What others have done you can do. Sow some of our heavy northern grown seed oats this year and see what a great influence the seed you sow has on the crops you grow.



## A FEW OF OUR LEADING VARIETIES

### BERRY'S GREAT NORTHERN

This is a beautiful large grained oat. A very heavy yielder. It's early, too, for such a big variety. Big meaty kernels. Large spreading heads. Good stiff straw. Stools prolifically. Seed is northern grown, clean, vigorous and healthy. Has yielded up to 140 bushels per acre. First crop of these oats in a neighborhood are usually sold for seed at a big premium.

### CANADA GROWN REGENERATED

#### SWEDISH SELECT

The earliest large grain oats. Enormous yields. Thin hulls. Strong straw. Great improvement over original Swedish select. This variety is an eye opener for farmers who have always sown the common types. Many have never seen oats to equal these. This northern seed is far superior to southern grown stock. It is one of our best money makers.

#### GOLDEN RUST PROOF

This variety is consistently one of our best yielders and will produce abundantly under conditions unfavorable to other types. It is a variety that seldom disappoints. If you are having trouble growing a good crop of oats we are sure our Golden Rust Proof will put you on a profit making basis. Good sized kernels, lots of meat in them. Very stiff straw. Leaf comparatively narrow. Grain light gold or yellow in color. Our seed is fine. Fully matured and well re-cleaned.

#### NEW IOWA

Originated by Iowa Experimental station in 1911 from a sixty day white oat. Distributed first to farmers in 1919. This variety has out-yielded both the Iowa 103 and 105. Straw is

a little longer than the Iowa 103 or White Kherson. Grain medium size and has a thin hull. Matures early, usually about the middle of July. Because of its longer straw and larger yields it is one of the best early oats that you can grow.

#### WHITE KHERSON

Grains a little smaller than Silver Mine but well filled. Straw medium height and stands up unusually strong. We recommend this oat for very rich land and wherever a very early improved oat is desired. Stools out remarkably. Two and a half bushels per acre make a full seeding. Give this variety special consideration.

This is also an Iowa production. Very early.

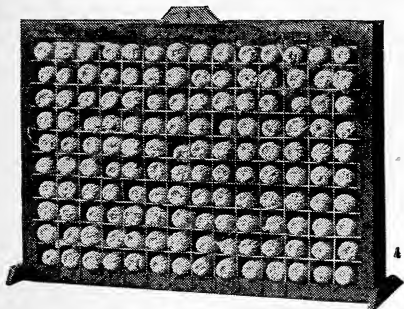
## READ OUR CATALOG FOR FULL DESCRIPTION OF ALL VARIETIES

There are the New Alberta, Iowa 105, Silver Mine, Yellow Kherson, New Scottish Wonder and Early Champions that we have but room to mention the names. Study these varieties. Select the type that you think will meet your needs. If in doubt ask us about it. Send your oat orders in soon. Make up your mind to quit being satisfied with inferior yields and quality. These improved varieties of oats are increasing the yields and profits for others. A little extra money spent for seed is a wise investment. Our prices for high grade improved seed are low. The extra cost is not large. Oats take the 4th class freight rate, less than grass seed. See price list for quotations. Bags are free. Let us help you make more money by supplying you with better seed oats.



# BE CAREFUL ABOUT YOUR SEED GRAINS

High Germinating Seed Corn Scarce  
Better Types of Barley Increase Profits Wonderfully  
**Seed Corn**



**That Will Grow**

We consider the bulk of the 1923 northern grown corn crop unfit for seed. Cobs are large and sappy. Grain contains too much moisture. The hard freezes have killed the germs in a lot of it. Even if not injured by freezing the germination tests are weak. Such seed cannot make strong vigorous stands. Corn that gets a weak uneven stand will not make satisfactory yields. Your profits in corn are in the last bushels you pick. It requires a certain number of bushels per acre to cover your costs of rent, labor, taxes, interest, etc. To make money grow the types that yield the greatest number of bushels over your cost. You need not only the right variety but strong healthy seed.

We are supplying the bulk of our seed corn from the 1922 crop. Such 1923 corn as we use was grown in favored sections and carefully handled, hand graded and tested. We guarantee you highest quality seed corn testing 92% or better for germination.

## MANY IMPROVED VARIETIES

Read our big catalog for full descriptions of the many varieties we handle. Space does not permit us to describe them here.

We have the big types such as Clarinda's Big Perfection, Pride of Iowa, White Wonder, the Improved Reid's Dent, Iowa Gold Mine, Legal Tender, Silver Mine. The heavy yielding early types, Pride of the North, White Cap, Silver King and flint corns, etc. Twenty-three different varieties. Price list gives quotations on each in lots of 1 bushel,  $\frac{1}{2}$  bushel and  $\frac{1}{4}$  bushel. If you can use 10 bushel or can get your neighbors to go into a club order for 10 or more bushel you can deduct 20c per bushel from these bushel prices.

## SEED SOLD SUBJECT TO YOUR TESTS

Our tests will be shown on each bag shipped. You can test the seed after you receive it. We are confident you will be highly pleased. If you should not be you can let us know and we will promptly send you shipping instructions and refund your money plus freight. You take no chance on our seed. This seed is shelled and carefully graded. Stock comes from heaviest yielding strains. It costs you but little

more per acre to play safe on your seed corn. It is an important crop. Take no chances. Order your seed corn early. The supplies are limited. Protect yourself by ordering early. If you do not have our big catalog write for one today and specify the varieties that interest you most. We'll send you free samples. No obligations to buy. We have the right kind of seed corn for you at the right price.

## BARLEY

Fine Improved Heavy Yielding Varieties

### Champion Beardless

This smooth headed, prolific yielding variety is the most popular barley we sell. Several carloads a year are demanded by our customers. Our supply seldom equals the demand. Full description of this variety is given on page 43 of our big catalog. It is early, grows a stiff straw, yields up to 40 to 70 bushels per acre. Straw valuable because it is a beardless grain. Quality of our seed is very nice. Bright, well filled stock.

### White Hulless

This money making variety has neither hulls nor beards. Stock feeders praise it highly. It is all solid meat, no chaff. Grain resembles wheat but it is lighter in color. It is a great drought resister, yields abundantly, makes better pork than corn, produces good hay if cut green. Be sure to study this barley on page 44 of our catalog. We are sure you will be highly pleased with this profitable variety. It is one of our finest types. See price list for price.

### Blue Hulless

Also called Blue Bald or Black Hulless. Has beards but no hulls. Very similar to White. Grain has a darker color. Matures early. A strong grower and heavy yielder. Stiff straw. Makes good hay if cut green. Grain has excellent feeding value. See page 45 of our catalog. This barley has proven its adaptability to a wide range of soil and weather conditions. Supplies not large but quality fine. Order early.

### Oderbrucker and Manshury

There are six rowed types. They are excellent varieties. The Oderbrucker is especially recommended as a heavy yielder. Good plump kernel, stiff straw and resists rust better than other similar types. Our prices on these varieties are very low considering the fine quality of the seed and the improved heavy producing type.

Grow more barley. It makes very fine feed. There is no better nurse crop for a clover or grass seeding than barley. Order your needs promptly.

# DO YOU HAVE OUR BIG CATALOG?

It will pay you to be on our regular mailing list. We are sending this Seed Facts to some sixty thousand farmers whose names have been given to us as being users of field seed. Many are no doubt, on our mailing list and have received our big catalog a few weeks ago. If you have not received this 116 page illustrated seed guide, we hereby offer you a free copy of this book which is serving 200,000 farmers as a reference and guide on field seeds. Your request for a copy of this book will be promptly complied with and it will place you under no obligation whatever to order from us. If you find our seed values more attractive than those of other seed houses, we naturally will appreciate your order but we will not consider that you ought to send us your order simply because you asked us for our seed guide.

## THIS LITTLE MAGAZINE IS NOT OUR CATALOG

This Seed Facts is a little paper that we send free, monthly during the seed buying season, to the customers on our mailing list. It gives the latest information on the seed situation and usually some special bargains that we are able to secure from time to time. This little magazine will also come to you free if you ask us for our big catalog.

## CATALOG EXPLAINS OUR MONEY SAVING PLAN OF SELLING

The prices you will find on the enclosed price list will show you some very attractive quotations. To prove that these low figures are on high quality seeds, we will gladly send you free samples of such seeds as you are interested in. You will find our World Brand grade of extra fine quality. It is materially finer than the best grade offered by most dealers. We can save you a handsome figure on your seed bill, quality considered. We want you to read our catalog as it explains our methods which make such unusual seed values possible.

## CATALOG IS A HANDSOME BOOK

The cover is heavy white stock printed in four colors to show the field scenes in natural tints and colors. The book itself is printed on fine book paper. Actual photographs are used for illustrations. Seventy-five pages are devoted exclusively to field seeds, the balance to garden seeds and tools. We are not content in merely listing a certain variety of seeds. We describe it fully and in many lines we give you suggestions to the best method of seeding and culture. In other words, this book reflects the

Our desire is to help our customers with the spirit in which we strive to serve our customers. seeds they buy from us. It is a real pleasure to us if we can help a farmer make more money. We have a service department especially for this purpose. When you send an order to us it means more than just another sale to our people. We are ready any time from seeding to harvest time to help you if you want us to and there is no charge whatever for these services.

It is worth something to a farmer to trade with a house that takes care of him and is really interested in his success.

## 29 YEARS OF VALUE GIVING

The A. A. Berry Seed Company is one of the oldest mail order seed houses in the United States and one of the strongest financially. We mention this, not as a boast, but to explain that our buying power and the big volume of our sales make our present prices possible. Our financial strength is back of every sale we make. Each shipment is sold subject to any test you care to make. If anything fails to satisfy it can be returned and money plus freight will be promptly refunded.

## SHIPMENTS FOR EASTERN CUSTOMERS CAN BE MADE FROM CHICAGO

This service was started a year ago and has proven a great convenience to the thousands of farmers whom we serve in the eastern states. They have saved on transportation and secured quicker delivery. We maintain no office at Chicago, however, and all mail must be addressed to Clarinda, Iowa.

## HAVE SEEDS ADAPTED TO EVERY SECTION

Certain sections are adapted by nature to grow some certain kinds of seeds better than other sections. We buy seeds from all parts of the United States so we will have the kinds best adapted to the locations and conditions of our various customers. Our seed goes out to every state in the Union and they bring success in every state.

## SAVE MONEY ON YOUR SEED BILL

It is not our low prices that bring us such a great volume of seed business but the fact that we sell the highest quality seed at such bargain quotations. The quality of our seeds gives the farmer using it the greatest possible assurance of success. The quotations make a big saving for the pocketbook. 200,000 farmers are finding our seeds and service and values the best they can secure. Each year their number grows. We would like to add you to the list of satisfied users. At least learn more about us. Drop us a card or letter today. Ask for our free big catalog and samples of seeds you are interested in. As a reference guide alone this book is worth many times the cost of a card or a letter to us. Write today and save 10% to 25% on your seed bill this year.

Address card or letter to

**A. A. Berry Seed Company**

Dept. F., Clarinda, Iowa